

on that question frankly and fully. " But first," said he, " let me say that I am a Democrat." This brought out a storm of applause. Then he went on to boast of his services to the party, and then he stopped without having said a word on the great question. He was easily nominated. The witch persecutions rested on suggestion. " Everybody knew " that there were witches. If not, what were the people who were burned ? Philip IV of France wanted to make the people believe that the templars were heretics. The people were not ready to believe this. The king caused the corpse of a templar to be dug up and burned, as the corpses of heretics were burned*. This convinced the people by suggestion.¹ What " they say," what " everybody knows " are controlling suggestions. Religious revivals are carried on by suggestion. Mediaeval flagellations and dances were cases of suggestion. In fact, all popular manias are to be explained by it. Religious bodies practice suggestion on themselves, especially on their children or less enthusiastic members, by symbols, pictures, images, processions, dramatic representations, festivals, relics, legends of their heroes. In the Middle Ages the crucifix was an instrument of religious suggestion to produce vivid apprehension of the death of Jesus. In very many well-known cases the passions of the crowd were raised to the point of very violent action. The symbols and images also, by suggestion, stimulate religious fervor. If numbers act together, as in convents, mass phenomena are produced, and such results follow as the hysterical epidemics in convents and the extravagances of communistic sects.² Learned societies and numbers of persons who are interested in the same subject, by meeting and imparting suggestions, make all the ideas of each the common stock of all. Hyperboreans have a mental disease which renders them liable to suggestion. The women are afflicted by hysteria before puberty. Later they show the phenomena of " possession," — dancing and singing, — and still later catalepsy.³

26. Suggestion in politics. The great field for the use of the devices and apparatus of suggestion at the present time is politics. Within fifty years all states have become largely popular. Suggestion is easy when it falls in with popular ideas, the pet notions of groups of people, the popular common-places, and the current habits of thought and feeling.

Newspapers, popular
 literature, and popular oratory show the effort to operate
 suggestion along
 these lines. They rarely correct; they usually flatter the
 accepted notions-
 The art of adroit suggestion is one of the great arts of
 politics. Antony's
 speech over the body of Cassar is a classical example of it.
 In politics,
 especially at elections, the old apparatus of suggestion is
 employed again, —
 flags, symbols, ceremonies, and celebrations. Patriotism is
 systematically
 cultivated by anniversaries, pilgrimages, symbols, songs,
 recitations, etc.

¹ Schotmiiller, *Untergang des Tempier-Ordens*, I, 136.

² Regnard, *Les Maladies Epidemiques de FEspirit**

⁸ *Globus*, LXXXV, 262.